Leadership Program for Core Development
Individual Contributors

Leadership Fundamentals
We're committed to delivering Results That Matter. Visit www.ccl.org/lp.
It’s personal. We know.

Leadership isn't defined by the job title. It’s about developing the perspective, skills and personal style to get results that matter.

Individual contributors – whether seasoned or just growing into their role – often lead project teams, serve as key role models in the organization, are influential team members and part of the future leadership pipeline.

Valued professionals and emerging leaders face key challenges:

Influencing without authority. How do I manage up and influence peers?

Building relationships and networks. How do I extend my circle of influence and begin to bridge internal boundaries?

Defining personal leadership and career goals. What does leadership look like for me? Do I pursue a management track?

Expanding comfort zones. How can I stretch outside of established comfort zones to solve problems and think creatively?

Our Leadership Fundamentals program gives individuals the opportunity to learn how to be more effective – and start building leadership skills that are essential in the future.

Leadership Fundamentals is a two-day program that provides:

- **Insight** about the fundamentals of leadership.
- **Tools** for working on project teams and succeeding in larger, more complex assignments.
- **Motivation** to define and refine their personal leadership style.

*Leadership Fundamentals is for Individual Contributors:

- Valued professionals
- Emerging leaders
- Individual contributors with no direct reports

*Not recommended for managers with direct reports.*
Leadership Fundamentals focuses on the competencies that are valuable today – and essential tomorrow.

Four key competencies are vital to all leaders, but play out in unique ways at this level in the organization:

- Self-awareness
- Ability to learn and grow
- Communication
- Influence

By applying the lessons from Leadership Fundamentals, participants will increase their ability to:

1. Stretch outside of established comfort zones to work with others, solve problems and drive results.
2. Apply a range of techniques to influence others and immediately impact workplace challenges.
3. Accomplish high-quality work faster through relationships and collaboration.
4. Gain a more accurate picture of their leadership brand and learning style.

Who will be joining you in Leadership Fundamentals?
Program participants come from a wide variety of industries, organizations and backgrounds:

**Participant Mix**

<table>
<thead>
<tr>
<th>Sector</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Private/Nonprofit Sector</td>
<td>12%</td>
</tr>
<tr>
<td>Public Sector</td>
<td>8%</td>
</tr>
<tr>
<td>Business Sector</td>
<td>80%</td>
</tr>
</tbody>
</table>

**Organization Size**

<table>
<thead>
<tr>
<th>Size Range</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>1-99</td>
<td>10%</td>
</tr>
<tr>
<td>1,000-4,999</td>
<td>25%</td>
</tr>
<tr>
<td>5,000-9,999</td>
<td>25%</td>
</tr>
<tr>
<td>10,000+</td>
<td>29%</td>
</tr>
<tr>
<td>100-999</td>
<td>12%</td>
</tr>
<tr>
<td>10,000+</td>
<td>20%</td>
</tr>
</tbody>
</table>

We’re committed to delivering Results That Matter: visit www.ccl.org/lfp.
Choosing a Program

CCL programs target the real-world challenges unique to each level of leadership. Our Leader Development Roadmap steers leaders to the right development at the right time.

CCL’s Leadership Programs are grouped into five leader levels, making it easy to choose one that will match the needs, challenges and expectations of each participant.

**Leading Self:** Individual contributors, professional staff and emerging leaders

Leadership Fundamentals introduces the fundamentals of effective leadership for greater success, faster.

**Leading Others:** Leaders of individual contributors

**Leading Managers:** Experienced leaders who lead other managers or senior professional staff

**Leading the Function:** Senior leaders of organizational functions or divisions

**Leading the Organization:** Top executives leading the enterprise

Why Leadership Fundamentals?

- Rich, research-based content is focused on what matters most for individual contributors.
- Lively format – blends full-class events, small-group activities, personalized learning, real-time polling and other class-generated content.
- Extensive peer networking and peer-to-peer learning within an interactive, large-group experience.
- Personalized leadership action plans, follow-up eLearning and customized, online development toolkit.
- At least 12 sessions are offered globally each year, including in Singapore and Belgium.

<table>
<thead>
<tr>
<th>Tuition*</th>
<th>$1,900</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>1,900€ **</td>
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<tr>
<td></td>
<td>$2,480</td>
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</table>

<table>
<thead>
<tr>
<th>Length</th>
<th>2 days</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Class Size</td>
<td>50</td>
</tr>
<tr>
<td>Instructor/Participant Ratio</td>
<td>1:25</td>
</tr>
<tr>
<td>Locations</td>
<td>San Francisco, CA; San Diego, CA; Greensboro, NC; Brussels, Belgium; Singapore</td>
</tr>
<tr>
<td>Language</td>
<td>English</td>
</tr>
<tr>
<td>Scale-up Option</td>
<td>Send multiple participants to CCL or run a full Leadership Fundamentals program at your location.</td>
</tr>
</tbody>
</table>

* Tuition price is based on regional point of delivery and is subject to change.
** Excluding VAT.

We’re committed to delivering Results That Matter: Sustained Impact for You, Your Business and the World.
Prepare...Engage...Apply...

Leadership Fundamentals provides insight, tools and motivation that individual contributors need to be more effective in their current role – and start building skills that will be valuable in the future.

Prepare:

Leadership Fundamentals is often the first leadership development program up-and-coming talent and valued individual contributors have attended. We keep the preparation to a minimum. Before the program week, participants complete a background form and a brief self-assessment of learning type. We also recommend a “boss conversation” – a chance for participants to discuss their learning and career goals.

Engage:

For two days, participants join two highly qualified instructors in a dynamic, group-driven learning atmosphere. The face-to-face program experience includes:

- Highly relevant, research-based content to expand perspective, build the foundation for learning core leadership skills, and identify a personal leadership brand.
- Experiential exercises to bring concepts alive and deepen learning.
- Peer learning groups to provide feedback, insight, suggestions and support.
- Extensive networking opportunities to meet peers and make connections that last.
- A process for developing a personal action plan for applying new knowledge and tools back at work.

Apply:

When the Leadership Fundamentals classroom experience ends, participants have access to a package of resources to help them implement their personal action plan. Ongoing support includes:

- An online portal with resources and support tailored to individual development needs.
- Access to eLearning designed to reinforce lessons from the program, including courses, books, podcasts, articles and quick-reference checklists and tools.
- Optional, fee-based learning and support, such as coaching engagements, additional eLearning packages and custom initiatives to connect individual development to organizational needs.
Why CCL’s Leadership Programs?

• **Personalized Attention** – Using a blend of in-depth assessments, feedback and experiential learning, participants engage in development that is focused on their unique leadership needs – which many call “life-changing.”

• **Leadership at All Levels** – Constantly refreshed content tailored to the unique needs of each level of leadership – from individual contributor to senior executives. Programs provide tools for immediate and practical application.

• **Global Availability and Flexible Schedule** – Offered worldwide, providing you with more choices and locations to meet the needs of busy managers and executives.

• **Peer Power** – Participants will network and learn from fellow leaders with comparable real-world experiences and familiar challenges.

• **Continual Learning** – Sustainable learning is a process – not a one-time event. CCL’s programs offer coaching sessions, resources such as webinars, white papers and eLearning to apply and sustain their learning experience.

• **Continuing Education** – CCL’s leadership programs meet the criteria for many professional certifications requiring ongoing training and education. Visit www.ccl.org/ceu to learn more.

CCL’s Leadership Programs can be customized or delivered at your place of business to best fit the goals of your organization, department, or team. When you invest in Leadership Programs for multiple managers and executives on an annual basis, you will receive additional tools and resources to develop your talent. As an added benefit, we pass on the savings to you.

**Call us today to learn about registering multiple participants, customization or on-site delivery.**
Leadership Fundamentals
Registration

To speak with someone immediately, register by phone or learn about customized options, call us:

**CCL - Americas**
www.ccl.org
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ccl.emea@ccl.org

Register online: www.ccl.org/lfp

The Center for Creative Leadership (CCL®) is a global provider of leadership development and research. Ranked among the world’s Top 10 institutions for executive education by Financial Times and Bloomberg Businessweek, it helps clients leverage leadership to drive results that matter.